

COLD SPRAY, HOT SUCCESS

ABOUT VRC METAL SYSTEMS. VRC Metal Systems is a high-pressure cold spray manufacturer and a leader in advanced manufacturing process technologies. Where others saw unbreakable barriers, VRC Metal Systems saw innovative opportunities. With less than 10 employees, the Rapid City, South Dakota-based company provides cost-effective metal repairs to a variety of different industries. The company's expertise and high-quality cold spray led VRC to be recognized by Inc. Magazine as one of the 500 fastest growing privately-owned companies in the nation.

THE CHALLENGE. By repairing previously unrepairable parts, VRC quickly became a hot commodity, and the market demand for their services exceeded their capacity to deliver in a timely manner. Company leaders knew that in order to maintain the quality and service their customers desired, they would need to get the right processes and people in place to improve their demand response. They reached out to South Dakota Manufacturing and Technology Solutions (MTS), part of the MEP National Network™, for Lean training and quality process consulting.

MEP CENTER'S ROLE. With assistance from MTS, VRC managed to rapidly scale to meet the market demand. Lean training improved the company's efficiency and reduced manufacturing time. In addition, MTS connected VRC with the South Dakota International Trade Center (ExporTech) to prepare the company for international markets so that it could continue to flourish. VRC expanded into Canada and is now working to achieve CE compliance for more exporting. The company participated in CEO forums and MTS consulting and saw revenue grow by over one thousand percent in a three-year period. Help from MTS has led to the need to expand facilities due to company growth, and VRC was named one of the top 40 university startup companies nationwide by the National Council of Entrepreneurial Tech Transfer (NCET2).

"MTS has been extremely helpful in providing advice and offering programs to help us grow VRC Metal Systems into a world-class organization. They are always proactive in offering to help in any way they can. It is great to know there is someone there to help when you need it."

-Rob Hrabe, President

RESULTS



Grew revenue by **1,059.8%** over a 3-year period



Expanded into Canada and pursuing more international markets



Named one of the top **40** university startup companies nationwide



Planning to expand facilities due to company growth

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